

## **Q&A COARC-0015 Request for Proposals (RFP) HHAP Permanent Housing Development**

**Q:** Are bidders encouraged to apply for Project Homekey funding to support a project proposed through this RFP?

**A:** Yes, bidders are encouraged to leverage any additional funding to support their project application. Per page 3 of the RFP: "Applications are permitted to utilize HHAP funds with other available funds from local, state, and federal sources, subject to the HHAP Program Guidelines. These funds are intended to fill the gap in a development's financial structure after all other available sources of housing development funds have been explored and utilized to the optimal benefit of the project. Projects that meet this criterion will be prioritized, however it is not a requirement to submit a proposal."

**Q:** Can a bidder apply for all the funding available (\$1,218,434.30), or will the funding be split amongst bidders.

**A:** Yes, a bidder can apply for all the funding available and may be awarded the full amount of \$1,218,434.30. However, it is a possibility that funding will be awarded to multiple projects. Page 10 of the RFP states: "The County reserves the right to split or make the award that is most advantageous to the County."

**Q:** Would single family homes converted and outfitted to a shared family housing model be considered?

**A:** Yes, the conversion and construction of single-family homes to be utilized for shared family housing is a viable project that would be eligible through this RFP. It is important to note that the proposed project still must meet all project and developer requirements.

**Q:** Can projects utilize project-based vouchers?

**A:** Yes, there is no limitation on the use of project-based or tenant-based housing subsidy vouchers for proposed projects.

**Q:** Can proposed projects serve only youth and/or transitional aged youth populations?

**A:** There are no limitations with the funding eligibility that would prohibit projects from serving a special population exclusively. Page 2 of the RFP provides information regarding the population to be served: "Permanent supportive housing provided through the program is intended for individuals who are chronically homeless, at risk of chronic homelessness, or homeless, and are: Prioritized in accordance with Riverside County's Coordinated Entry System (CES) Policies and Procedures as Amended on May 20, 2021: CES Policies and Procedures. Please note, the CES' prioritization policies can be amended at any time and the most current copy can be found at Continuum of Care website.

**Q:** Can this funding be used for ongoing case management?

**A:** The funding cannot be used for ongoing case management and/or supportive services. Page 1 of the RFP states the funding must be used for, "the delivery of permanent housing and innovative solutions such as hotel and motel conversions." Also on page 1, one of the key

features of this program is, “that the developer commits to securing necessary partnerships with supportive service providers to help coordinate access to other community-based supportive services for residents.”

**Q:** Are bidders encourage to submit an application that would involve the use of trailers that are under ownership or use of the County of Riverside?

**A:** The referenced trailers are not designated for the use of permanent housing. Page 1 of the RFP states the funding must be used for, “the delivery of permanent housing and innovative solutions such as hotel and motel conversions.”

**Q:** Is there a list of eligible expenses, such as the installation of solar panels, that are permitted with this funding?

**A:** The State of California Business, Consumer Services and Housing Agency (BCSH) has not provided a detailed list of eligible or ineligible costs for each eligible use category, including funding for the delivery of permanent housing and innovative solutions, since implementation can vary amongst grantees and a desire to keep HHAP funding flexible. BCSH has suggested to review guidance on best practices for programs to develop your program-specific policies. In regard to the use of solar panels for a proposed project, page 6 of the RFP states that, “Preferential consideration may be provided for affordable housing developments with the following characteristics and attributes... Project will incorporate green building and resource-efficient technologies exceeding current standards.”

**Q:** Is there special consideration given to projects that would serve a special population such as veterans, women who are veterans, and/or people living with disabilities?

**A:** It is possible, but not guaranteed, that projects proposing to serve a special population would be prioritized for funding through this RFP. Page 10 of the RFP states, “Applications will be evaluated based on the criteria to be appropriate by the County, which may include, but not necessarily limited to the following... Overall best value to the County...” and “...Any other factors the County determines to be appropriate.” The County of Riverside may consider projects valuable or appropriate based on the target population and its alignment with the [County of Riverside Homeless Action Plan](#).

**Q:** Are there available examples of proposals that have been successful/awarded in the past?

**A:** The County of Riverside Housing and Workforce Solutions department does not provide pervious applications submitted by any agency without the permission of the agency partially due to the competitive nature of RFPs.

**Q:** Can this funding be used to acquire an additional lot to build housing units?

**A:** Yes, purchasing a lot and building permanent supportive housing is allowable. Keep in mind, page 7 of the RFP states, “It is the intent of HWS to select the most “shovel-ready” project(s).”

**Q:** Are bidders able to submit a join application in collaboration with another agency?

**A:** Yes, joint applications will be considered.

**Q.** Please confirm that financial information requested under the RFP will be kept confidential and that the respondent could separate the financial information from the rest of the submission to maintain its confidentiality. And additional financial information that would disclose private financial matters could be presented in person as opposed to the private confidential information being subject to a public records request.

**A:** We can confirm that we are able to honor the request to keep financial information confidential and will not be subject to a public records request.

**Q.** It seems premature to obtain a financial commitment for the entire capital stack as one of several competing candidates. Typically, lenders and certain equity investors won't commit until the development team has site control. Please explain the expectations for all financial matters in more detail. We want to be responsive but cannot meet certain expectations because this is not how the capital markets function. We do not want to get penalized as non-responsive for matters out of our control?

**A:** As stated on page 7 of the RFP, "It is the intent of HWS to select the most "shovel-ready" project(s)" meaning the project can demonstrate that construction can start within 12 months. We include the request for relevant documentation from applicants to verify that proposed projects meet this requirement. This requirement is important largely to ensure that projects will be able to utilize the funding by the June 30, 2026 expenditure deadline of this grant. We also state on page 3 of this RFP that, "These funds are intended to fill the gap in a development's financial structure after all other available sources of housing development funds have been explored and utilized to the optimal benefit of the project. Projects that meet this criterion will be prioritized, however it is not a requirement to submit a proposal."

**Q.** What constitutes developer readiness?

**A:** Developer readiness is constituted by Projects that can demonstrate they can start construction within 12 months and have site control, entitlements, and funding committed. General developer qualifications can be found throughout pages 4 – 6 of the RFP.

**Q.** Will there be additional funds beyond the \$1.2M? is that fiscal funding for 2023? Will there be additional funds provided each year?

**A:** There is no certainty that additional funds will be provided on a yearly basis, because HHAP is not technically an ongoing funding source. However, there are several rounds of HHAP that have been released and two more rounds of HHAP have been announced by the State of California Business, Consumer Services and Housing Agency (BCSH). The County of Riverside Continuum of Care (CoC) has been awarded additional funding to be used for the delivery of permanent housing under the next round of HHAP, round 4, but the release date of an RFP for this funding has not yet been established. There are other funding sources available through the County of Riverside Housing and Workforce Solutions department, including HUD HOME funds and Section 8 Project Based Vouchers. You can apply for HOME funding at <https://rivcoeda.org/HOME-Program/About-HOME/Applications-Forms>. Section 8 Project Based Vouchers are awarded competitively, and the next RFP will be issued in summer of 2023. There are also other private foundation grants that can be applied for. A list of potential funding sources

is listed on page 3 of this RFP. We do acknowledge that this funding typically does not cover the total costs of relevant housing projects, which is why we encourage the leveraging of other funding sources.

**Q.** Will the funds be distributed or awarded competitively or first come first serve?

**A:** According to Page 2 of the RFP, "HHAP funding is competitive, and awards are pursuant to approval by the Riverside County's Continuum of Care Board of Governance." Projects will be scored by an independent review panel and CoC staff will make a recommendation to the Board of Governance based on the score. The funding is not first come first serve, however proposals must be submitted by Monday, May 22, 2023, 11:59 pm PST to be considered

**Q.** Will you be awarding this RFP to a single qualified respondent or to multiple qualified respondents?

**A:** The funding may be awarded to one respondent or multiple respondents depending on the proposals submitted. Per Page 10 of the RFP, "The County reserves the right to split or make the award that is most advantageous to the County."